

ROUTING AND TRANSMITTAL SLIP		Date
TO: (Name, office symbol, room number, building, Agency/Post)		Initials Date
1. <i>EC/DDA</i>		<i>[Signature]</i> 10 NOV 1983
2. <i>ADA</i>		<i>[Signature]</i>
3.		
4.		
5.		
Action	File	Note and Return
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As Requested	For Correction	Prepare Reply
Circulate	For Your Information	See Me
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Coordination	Justify	
REMARKS		

DO NOT use this form as a RECORD of approvals, concurrences, disposals, clearances, and similar actions

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☆ GPO : 1981 O - 361-529 (148)

OPTIONAL FORM 41 (Rev. 7-76)
Prescribed by GSA
FPMR (41 CFR) 101-11.206

digital

83-4851

October 3, 1983

Jim McDonald
CIA
Assistant Deputy Director
Washington, DC 20505

45-1

Dear Jim McDonald:

The one word that best characterizes the modern, fast-paced world of business is "change." Constantly, there are changes in products, services and organizations.

At Digital Equipment Corporation we know how fast the computer industry can change, and we have pioneered many of those changes.

To help you grow and benefit from these changes, Digital has compiled a reference service that gives you hands-on access to all information and innovations in Digital that affect the way you do business.

In one single document, you'll find out what training and other support Digital can offer you, which peripherals go with which hardware, how a new software system can save your programmers' time, what third-party referral programs are available, and a host of other information.

Whatever your interest in Digital, the Digital Reference Service is the only comprehensive single information source that keeps you current with extensive updates mailed to you quarterly.

And, it's the best way to increase your "DECknowledge."

Subscribe to the Digital Reference Service today and find out how Digital makes your job easier.

Sincerely,

Digital Equipment Corporation

STAT

P.S. Keep up with Digital changes affecting you. Return the order form today.

Digital Equipment Corporation Reference Service (CF01-2/K21), 200 Baker Avenue, Concord, MA 01742

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YES, I want to increase my DECknowledge through the Digital Reference Service. As indicated below, I want to subscribe now and receive the multi-volume set (binders included), quarterly updates, and ten newsletters a year.

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☐ Check enclosed

☐ Purchase Order enclosed

Jim McDonald
CIA
Assistant Deputy Director
Washington, DC 20505

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Please list your business title below

My business title is _____

Please correct name and address information if necessary

Name _____

Company Name _____

Address _____

City _____ State _____ Zip _____

Telephone _____

For additional subscription or to send information to...see reverse.

Note: Prices subject to change without notice and valid in U.S. only

My company's major business is:

- ☐ Manufacturing
☐ Retail/Distribution
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☐ EDP Consultant/Acct. Firm
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☐ DIGITAL OEM/distributor
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PLEASE SEND INFORMATION TO:

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1. Call Us Every Day And Ask
What's New.
Or...

Here Are Two Ways
To Keep Up With The Changes
Digital Equipment Corporation
Is Pioneering in the Computer Industry

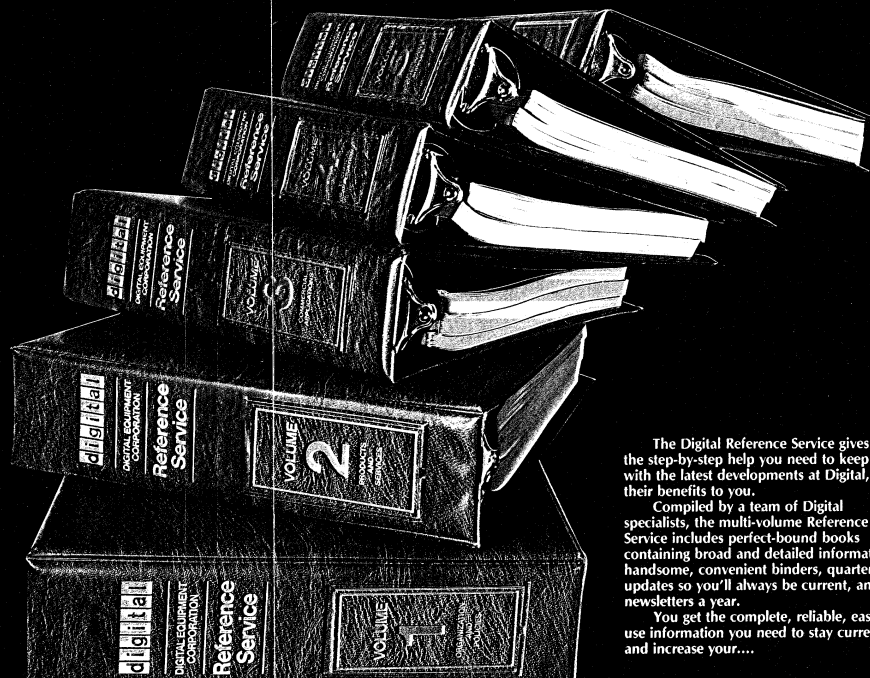
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Concord, MA 01742

Digital

2. Get Your Own Personal Information Link to Digital With...

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for answers to all your
important questions
on Digital's products,
organization and
services.

The Digital Reference Service gives you the step-by-step help you need to keep up with the latest developments at Digital, and their benefits to you.

Compiled by a team of Digital specialists, the multi-volume Reference Service includes perfect-bound books containing broad and detailed information, handsome, convenient binders, quarterly updates so you'll always be current, and ten newsletters a year.

You get the complete, reliable, easy-to-use information you need to stay current and increase your....

What are Digital's product offerings in the personal computer market?

In what application areas does Digital offer customized design and engineering services?

Which of Digital's operating systems support DBMS?

Where are Digital's customer service and training facilities located around the world?

What computer supplies and accessories does Digital sell for its products?

What customized software and hardware is available through Digital's OEM's for process control applications?

How many dual-ported disk drives with storage capacity over 120MB does Digital sell?

What are Digital's product offerings tailored specifically to business applications?

What graphics software packages for VAX systems are available from Digital and third-party referral sources?

[illegible][illegible]

**CUSTOMER SUPPORT SERVICES
FIELD SERVICE**

STANDARD PRODUCTS AND SERVICES ON-SITE

DEC Service Agreements
The form of on-site service that meets the needs of the majority of our customer is the DEC Service Agreement. It contains the terms and conditions most often asked for in the computer industry. This agreement represents a significant commitment by the Field Service organization to provide a consistently high level of service to our customers.

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LEARN ABOUT SPECIAL SERVICES AND RESOURCES -- You'll learn all about third-party referral programs, distributorship programs, retail stores, and the full spectrum of our computer accessories and supplies.

SAVE TIME ON RESEARCH -- With cross market products you'll know what software is available, and which hardware goes with it. You'll get a detailed description of all the processors, peripherals, and add-on options that we offer. You also will find information on Digital's office information products, personal computing products, microcomputers and terminals.

MATCH DIGITAL PRODUCTS WITH SPECIFIC APPLICATION REQUIREMENTS -- Find out what Digital products are for applications in banking, insurance, manufacturing, medicine, engineering and a host of others. Whatever your application area is, the Digital Reference Service helps you match our products with your needs.

COMPARE AND SELECT PRODUCTS QUICKLY—Technical summaries and cross-reference tables give you product features and provide quick cross-references between CPU's and supported peripherals. Photographs, charts and support-product descriptions provide configuration and environmental guidelines for most packaged systems, central processors, peripherals and microcomputer products marketed by Digital.

LINKTECH PRODUCTS
WITH YOUR NEEDS --
From application—
specific software to fully
configured turn-key
systems, you'll find out
about hardware and
software systems
specifically tailored to a
particular application area
that matches your own or
your clients needs.

GO RIGHT TO THE INFORMATION YOU WANT -- QUICKLY -- This multi-volume reference set has been packaged to make finding the information you need easier than ever. We've organized data by product, market and performance to provide a broad view and easy access to information about Digital's products and services.

WORK WITH THE MOST CURRENT INFORMATION AVAILABLE—Subscribers receive quarterly updates and newsletters published between updates to provide continuous information flow. Subscribers also receive "full-set replacement" updates each quarter.

HAVE ALL YOUR FINGER TIPS A LIST OF DIGITAL LOCATIONS -- A world-wide listing of our sales and service offices, hardware/software telephone support centers, product repair facilities and customer training centers. You'll never have to wonder about where you go for customer support.

PINPOINT WHAT YOU NEED AT A GLANCE --
A compact master index is in every volume, and reference tabs that visually highlight each volume section insure quick and precise referencing. Cross-referencing among volumes automatically leads you to more information related to your area of interest.

Approved For Release 2008/07/28 : CIA-RDP85B01152R000600710022-2